

## Cloud Solution Sales Executive for Enabling Technologies Corp - TOLA Territory

Enabling Technologies is one of Microsoft's leading Office 365/Skype/Azure consulting practice in the USA. The firm earned MSFT's Unified Communications Partner of the Year award in three of the past six years. Enabling handles complex Skype, Azure, Security, and Office 365 environments for all sizes of organizations. Services include consulting, implementation, managed services, organizational change management, and application development teams handle. Enabling's expertise covers all aspects of Office 365, including SharePoint, Exchange, Skype, EMS Security/Compliance, OneDrive, Yammer and Azure.

Sales professionals with a proven track record here have the opportunity to learn and sell Microsoft's latest technologies while running their own territory and earning unlimited income in an established territory. In addition to high margin professional and managed services, you can resell voice and video hardware from Polycom, Audiocodes, Sonus, Jabra, Plantronics, etc. and software from, EngHouse, IR Prognosis, and Enabling's own custom applications. Moreover, there is a unique opportunity to earn recurring commission through selling our managed services.

### Requirements

The candidate must:

- Have sold professional services, MSFT solutions, Unified Communications solutions, cloud services, or managed services
- Have a strong solution sales mentality to align with solving communication/collaboration business problems
- Must know the importance of profit margin to their success, and sell on value, not on price.
- Have a solid network of IT decision makers and referral partners who can be called upon for future purchases or introductions
- Build their business without being handed leads. Cold-call, network, conceive and organize marketing events, and use Internet tools and techniques to gain intro.

Please submit your resume along with salary requirements to: [info@enablingtechcorp.com](mailto:info@enablingtechcorp.com)